

UNITED STATES DISTRICT COURT FOR THE DISTRICT OF MASSACHUSETTS

IN RE PHARMACEUTICAL INDUSTRY AVERAGE WHOLESALE PRICE LITIGATION)) MDL No. 1456)
	CIVIL ACTION: 01-CV-12257-PBS
THIS DOCUMENT RELATES TO ALL CLASS ACTIONS)) Judge Patti B. Saris)

NOTICE OF RULE 30(B)(6) DEPOSITION TO AVENTIS REGARDING SALES-RELATED FINANCIAL DATA

TO: ALL COUNSEL BY VERILAW

PLEASE TAKE NOTICE that, pursuant to Federal Rules of Civil Procedure 30(b)(6), the undersigned counsel will take the deposition of the representatives of Aventis who are knowledgeable regarding the matters set forth in Exhibit A attached hereto. Such depositions will be recorded by stenographic and/or sound and visual means and will take place beginning at 9:00 a.m. Pacific Standard Time on June 6, 2005, at the offices of Hagens Berman Sobol Shapiro LLP, 1301 Fifth Avenue, Suite 2900, Seattle, Washington 98101.

You are invited to attend and participate.

DATED: April 20, 2005. By /s/ Steve W. Berman

Thomas M. Sobol (BBO#471770)
Edward Notargiacomo (BBO#567636)
Hagens Berman Sobol Shapiro LLP
One Main Street, 4th Floor
Cambridge, MA 02142
Telephone: (617) 482-3700
Eacsimile: (617) 482-3700

Facsimile: (617) 482-3700 LIAISON COUNSEL



Steve W. Berman Sean R. Matt Hagens Berman Sobol Shapiro LLP 1301 Fifth Avenue, Suite 2900 Seattle, WA 98101 Telephone: (206) 623-7292 Facsimile: (206) 623-0594

Jeffrey Kodroff John Macoretta Spector, Roseman & Kodroff, P.C. 1818 Market Street, Suite 2500 Philadelphia, PA 19103 Telephone: (215) 496-0300

Facsimile: (215) 496-6611

Marc H. Edelson Allen Hoffman Hoffman & Edelson **45 West Court Street** Doylestown, PA 18901 Telephone: (215) 230-8043 Facsimile: (215) 230-8735

Kenneth A. Wexler Jennifer Connolly One North LaSalle Street, Suite 2000 Chicago, IL 60602 Telephone: (312) 346-2222 Facsimile: (312) 346-0022

Samuel Heins Heins, Mills & Olson, P.C. 3550 IDS Center 80 South Eighth Street Minneapolis, MN 55402 Telephone: (612) 338-4605

Facsimile: (612) 338-4692



EXHIBIT A

Produce witnesses pursuant to Rule 30(b)(6) who have knowledge of all aspects of Aventis's maintenance and retrieval of the following data for each drug manufactured by Aventis and identified in the AMCC, including the names of the databases in which such information is stored electronically:

- (a) All sales transaction data (as well as any discounts or any other price adjustments or offsets contained in the transaction data), including (i) price, (ii) number of units sold, (iii) transaction date, (iv) information sufficient to identify the type of transaction (e.g., a sale, a return, etc.), (v) information sufficient to identify the product (e.g., NDC, product description, form, strength, etc.), (vi) information sufficient to identify the customer, (vii) class of trade designations, and (viii) information sufficient to identify whether the units sold were intended for repackaging, along with the name of the repackager to which the units were sold.
- (b) All chargeback transactions, including (i) amount, (ii) date of credit, and (iii) information sufficient to identify the customer, class of trade designations (if any), and wholesaler to which the chargeback was paid, and (iv) the underlying contract price paid by the ultimate customer.
- (c) All rebate transactions, including (i) amount, (ii) date of rebate, (iii) information sufficient to identify the type of rebate, (iv) information sufficient to identify the customer, and (v) class of trade designations (if any).
- (d) All administrative fee transactions, including (i) amount, (ii) date of payment, (iii) information sufficient to identify the type of administrative fee (if applicable), (iv) information sufficient to identify the customer, and (v) class of trade designations (if any).
- (e) Any other discounts not reflected in the above (a through d), including but not limited to discounts achieved through bundling one product with another.



CERTIFICATE OF SERVICE

I hereby certify that I, Steve W. Berman, an attorney, caused a true and correct copy of the foregoing NOTICE OF RULE 30(B)(6) DEPOSITION TO AVENTIS REGARDING SALES-RELATED FINANCIAL DATA to be served on all counsel of record electronically on April 20, 2005, pursuant to Section D of Case Management Order No. 2.

By /s/ Steve W. Berman
Steve W. Berman, Esq.
HAGENS BERMAN LLP
1301 Fifth Ave., Suite 2900
Seattle, WA 98101
Telephone: (206) 623-7292





hbsslaw.com 1301 FIFTH AVENUE, SUITE 2900 • SEATTLE, WA 98101 (206) 623-7292 • FAX (206) 623-0594

STEVE W. BERMAN (206) 224-9320 steve@hbsslaw.com

April 20, 2005

Via Facsimile

Michael L. Koon SHOOK, HARDY & BACON, LLP One Kansas City Place 1200 Main Street, 26th Floor Kansas City, MO 64105

Re: <u>In re Pharmaceutical Industry AWP Litigation</u>

Dear Michael:

As you are aware, the Court has issued CMO No. 14, which sets forth various pretrial deadlines for the Phase II defendants, including a discovery cut-off of December 3, 2005. Plaintiffs have served your client, Aventis, with multiple requests for production and interrogatories that seek, among other things, financial data relating to the sales of drugs that are the subject of the AMCC (the "Subject Drugs"). Indeed, Plaintiffs' requests that Aventis produce financial information date back to June 2003.

Based on experience gained by working with the Phase I defendants, Plaintiffs have refined their requests for sales-related data. For each of the Subject Drugs (by NDC), please provide the following information in ASCII text file or similar electronic format for the relevant time period:

(a) All sales transaction data (as well as any discounts or any other price adjustments or offsets contained in the transaction data), including (i) price, (ii) number of units sold, (iii) transaction date, (iv) information sufficient to identify the type of transaction (e.g., a sale, a return, etc.), (v) information sufficient to identify the product (e.g., NDC, product description, form,

¹ Plaintiffs' prior requests for financial data can be found in discovery sets served on your client on June 17, 2003 (Request Nos. 27-28); June 19, 2003 (Request Nos. 19, 34 and 35); December 3, 2003 (Request Nos. 18, 33-34; Interog. No. 1); and March 31, 2004 (Request Nos. 25-28; Interog. No. 1).

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strength, etc.), (vi) information sufficient to identify the customer, (vii) class of trade designations, and (viii) information sufficient to identify whether the units sold were intended for repackaging, along with the name of the repackager to which the units were sold.

- (b) All chargeback transactions, including (i) amount, (ii) date of credit, and (iii) information sufficient to identify the customer, class of trade designations (if any), and wholesaler to which the chargeback was paid, and (iv) the underlying contract price paid by the ultimate customer.
- (c) All rebate transactions, including (i) amount, (ii) date of rebate, (iii) information sufficient to identify the type of rebate, (iv) information sufficient to identify the customer, and (v) class of trade designations (if any).
- (d) All administrative fee transactions, including (i) amount, (ii) date of payment, (iii) information sufficient to identify the type of administrative fee (if applicable), (iv) information sufficient to identify the customer, and (v) class of trade designations (if any).
- (e) Any other discounts not reflected in the above (a through d), including but not limited to discounts achieved through bundling one product with another.
- (f) Include complete documentation for all items above (a through e) such as lists of fields, descriptions of information contained in those fields (e.g., field lengths, formats, etc.), and descriptions of any codes used in any fields (such as class of trade designations).

Exclude all sales to government entities (e.g., State Agencies, Veteran's Administration Facilities, Military, Federal Government Programs, Public Health Service, etc.). Sales to all other entities should be included, including sales to hospitals.

Plaintiffs request that Aventis produce this data in the above-requested format within 30 days. If you will be unable to provide this information within 30 days for all of the Subject Drugs, Plaintiffs ask that Aventis first produce the requested data for all physician-administered drugs within 30 days, followed by a supplemental production of data for the remaining drugs 30 days thereafter.

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We have also enclosed Rule 30(b)(6) deposition notices on this topic so that Plaintiffs can learn about the manner in which Aventis maintains sales data for its Subject Drugs.

Sincerely,

Steve W. Berman

Docket No. X07 CV-03-0083299-S (CLD)

STATE OF CONNECTICUT

: SUPERIOR COURT

vs.

: COMPLEX LITIGATION DOCKET

: AT TOLLAND

AVENTIS PHARMACEUTICALS, INC.

: May 6, 2005

NOTICE OF DEPOSITION

TO: ALL COUNSEL ON ATTACHED SERVICE LIST:

Pursuant to Practice Book §13-26, et. seq., notice is hereby given that on June 10, 2005, at 9:30 A.M. at the offices of Shepherd, Finkelman, Miller, & Shah, LLC, 65 Main Street, Chester, Connecticut, 06412, before a Notary Public, Jeffrey Kodroff, Esquire and John Macoretta, Esquire, attorneys for the Plaintiff in the above-captioned action will take the deposition of defendant, Aventis Pharmaceuticals', Inc. §13-27(h) designee who is knowledgeable of the matters itemized in Exhibit "A."

The oral examination will continue from day to day until completed. You are invited to attend and examine the witness.

SPECTOR, ROSEMAN & KODROFF, P.C.

- Ja

Jeffery Kodroff, Esquire John Macoretta, Esquire

Spector, Roseman & Kodroff, P.C.

1818 Market Street, Suite 2500 Philadelphia, PA 19103 Tom Sobol, Esquire Edward Notargiacomo, Esquire Hagens Berman LLP 225 Franklin Street, 26th Floor Boston, MA 02110

James E. Miller, Esquire. Shepherd Finkelman Miller & Shah, LLC 65 Main Street Chester, CT 06412

Dated: May 6, 2005

EXHIBIT "A"

INSTRUCTIONS

All of the definitions from Plaintiffs' First Set of Requests For Production to Aventis are incorporated herein by reference.

"Spread" refers to the difference between AWP or any price upon which reimbursement for a drug is based, on the one hand, and the actual or net price paid for a drug on the other hand.

Unless otherwise specifically stated, each of these Areas of Inquiry encompasses the years 1993 through the present.

AREAS OF INQUIRY

- 1. The process by which You establish, state, change or are otherwise directly or indirectly involved in setting the AWP, List Price, WAC, Average Wholesale Price, actual sales price, contract price or any other price for each of Your Listed Pharmaceuticals, including the names or job titles of all personnel involved in said processes and all documents created in connection with said processes.
- Your policies or practices concerning the calculation, determination, dissemination,
 communication or publication of the AWP, List Price, WAC, or any other price for all of Your
 Listed Pharmaceuticals.
- 3. The process by which You decide to offer any type of discount, rebate, incentive or penalty in connection with the purchase of any Listed Pharmaceuticals, and the names or job titles of all personnel involved in said process.

- 4. The identity and nature of any regularly created documents which report, review, comment upon or analyze any price stated or charged for any of Your Listed Pharmaceuticals.
- 5. The method by which You calculate or determine the average sales price for Your Listed Pharmaceuticals, including any determination or rendering of actual transaction costs and/or revenues at any level of the distribution or processing chains.
- The method by which You calculate or determine the net profit for each of Your Listed Pharmaceuticals.
- 7. The nature of Your efforts to market, promote or tout the Spread on any of Your drugs, and the names or job titles of all personnel involved in said efforts.
- 8. The nature of Your efforts to market, promote or sell any of Your Listed

 Pharmaceuticals including, but not limited to, Your marketing, promotion or sales efforts

 directed towards the State of Connecticut, including all of its agencies, divisions, departments
 and employees.
- The identity and nature of Your communications with the State of Connecticut, including all of its agencies, divisions, departments and employees.

COUNSEL SERVICE LIST

Counsel for the State of Connecticut:

Robert B. Teitelman Assistant Attorneys General 55 Elm Street P.O. Box 120 Hartford, CT 06141-0120 (860)808-5355 (860)808-5387 fax

Clare E. Kindall Assistant Attorneys General 55 Elm Street P.O. Box 120 Hartford, CT 06141-0120 (860)808-5355 (860)808-5387 fax

Thomas Sobol, Esquire
David Nalven, Esquire
Hagens Berman Sobol & Sharpiro, LLP
One Main Street, 4th Floor
Cambridge, MA 02142
(617)482-3700
(617)482-3003 fax

James E. Miller, Esquire.
Shepherd Finkelman Miller & Shah, LLC
65 Main Street
Chester, CT 06412
(Tel) (860) 526-1100
(Fax)(860) 526-1120

Counsel for Dey, Inc.:

Paul F. Doyle William R. Golden, Jr. Antonia F. Giuliana Kelley Drye & Warren, LLP 101 Park Avenue New York, NY 10178-0002 (212)808-7800 (212)808-7897 fax

Mark S. Gregory Kelley Drye & Warren, LLP 281 Tresser Boulevard Stamford, CT 06901-3284 (203)327-1400 (203)327-2669 fax

Counsel for Roxane Laboratories, Inc.:

Paul J. Coval Douglas L. Rogers Vorys, Sater, Seymour & Pease, LLP 52 East Gay Street P.O. Box 1008 Columbus, OH 43216-1008 (614)464-5635 (614)719-4674 fax

Theodore J. Tucci Robinson & Cole, LLP 280 Trumbull Street Hartford, CT 06103-3597 (860)275-8210 (860)275-8299 fax

Counsel for Schering-Plough Corp. and Warrick Pharmaceuticals, Inc.:

Andrew P. Gaillard Day, Berry & Howard One Canberbury Green Stamford, CT 06901-2047 (203)977-7300 (203)977-7301 fax

John T. Montgomery Brien T. O'Connor Emiley E. Zalesky Robert J. Kovacev Ropes & Gray, LLP One International Place Boston, MA 02110-2624 (617)951-7000 (617)951-7050 fax

Counsel for Aventis Pharmaceutics, Inc.:

R. Cornelius Danaher, Jr.
Danaher, Lagnese & Neal, PC
700 Capitol Place
21 Oak Street
Hartford, CT 06106-8000
(860)247-3666
(860)547-1321 fax

Nicola Heskett Shook, Hardy & Bacon, LLP 2555 Grand Boulevard Kansas City, MO 64108-2613 (816)474-6550 (816)421-5547 fax

Counsel for Pharmacia Corporation:

Robert M. Langer Wiggin & Dana, LLP One CityPlace 185 Asylum Avenue Hartford, CT 06103-3402 (860)297-3700 (860)525-9380 fax

John C. Dodds Jennifer B. Jordan Morgan, Lewis & Bockius, LLP 1701 Market Street Philadelphia, PA 19103-2901 (215)963-5000 (215)963-5001 fax

Scott A. Stempel Morgan, Lewis & Bockius, LLP 1111 Pennsylvania Avenue, N.W. Washington, DC 20004-2541 (202)739-3000 (202)739-3001 fax

Counsel for Smithkline Beecham Corporation d/b/a GlaxoSmithkline:

Katherine A. Burroughs Robert E. Grady DECHERT, LLP 90 State House Square Hartford, CT 06103-3702 (860)524-3953 (860)524-3930 fax

Frederick G. Herold DECHERT, LLP 975 Page Mill Road Palo Alto, CA 94304-1013 (650)813-4930 (650)813-4848 fax Thomas H. Lee, II DECHERT, LLP 4000 Bell Atlantic Tower 1717 Arch Street Philadelphia, PA 19103-2793 (215)994-2413 (215)994-2222 fax



UNITED STATES DISTRICT COURT FOR THE DISTRICT OF MASSACHUSETTS

IN RE PHARMACEUTICAL INDUSTRY)
AVERAGE WHOLESALE PRICE) MDL No. 1456
LITIGATION)
	O CIVIL ACTION: 01-CV-12257-PBS
THIS DOCUMENT RELATES TO ALL ACTIONS) Judge Patti B. Saris)
)

NOTICE OF DEPOSITION

TO: ALL PARTIES AND THEIR ATTORNEYS OF RECORD:

Pursuant to Federal Rule of Civil Procedure 30, Plaintiffs, by their attorneys, will take the oral deposition, before a person contemplated by Fed.R.Civ.P. 28(a), of Defendant Aventis Pharmaceuticals', Inc. Fed.R.Civ.P. 30(b)(6) designee who is knowledgeable of the matters itemized in Exhibit "A."

The deposition will be recorded by stenograph and video. The deposition will take place on June 27, 2005, at 10:00 a.m., EDT, at the offices of Spector, Roseman & Kodroff, P.C., 1818 Market Street, Suite 2500, Philadelphia, Pennsylvania 19103.



You are invited to attend and examine the witness.

Respectfully submitted,

SPECTOR, ROSEMAN & KODROFF, P.C.

By /s/ John Macoretta
Jeffery Kodroff, Esquire
John Macoretta, Esquire
Spector, Roseman & Kodroff, P.C.
1818 Market Street, Suite 2500
Philadelphia, PA 19103

Marc H. Edelson Allan Hoffman Hoffman & Edelson 45 West Court Street Doylestown, PA 18901 Telephone: (215) 230-8043

Thomas M. Sobol (BBO#471770)
Edward Notargiacomo (BBO#567636)
Hagens Berman LLP
One Main Street, 4th Floor
Cambridge, MA 02142
Telephone: (617) 482-3700

Steve W. Berman Sean R. Matt Robert Gaudet **Hagens Berman LLP** 1301 Fifth Avenue, Suite 2900 Seattle, WA 98101 Telephone: (206) 623-7292

Samuel Heins
Susan McMennamin
Heins, Mills & Olson, P.C.
3550 IDS Center
80 South Eighth Street
Minneapolis, MN 55402
Telephone: (612) 338-4605



Kenneth A. Wexler
The Wexler Firm, LLP
One North LaSalle Street, Suite 2000
Chicago, IL 60602
Telephone: (312) 346-2222

Dated: May 13, 2005



EXHIBIT "A"

INSTRUCTIONS

Plaintiffs incorporate by reference all of the Definitions from Plaintiffs' Omnibus Request for Production of Documents Related to All Defendants.

"Spread" refers to the difference between AWP or any price upon which reimbursement for a drug is based, on the one hand, and the actual or net price paid for a drug on the other.

Unless otherwise specifically stated, each of these Areas of Inquiry encompasses the years 1991 through the present.

AREAS OF INQUIRY

- 1. The process by which Aventis Pharmaceuticals, Inc. ("Aventis") establishes, states, changes or is otherwise directly or indirectly involved in setting the AWP, List Price, WAC, Average Wholesale Price, actual sales price, contract price or any other price for the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental. This area of inquiry includes identification of the names or job titles of all personnel involved in said processes and all documents created in connection with said processes.
- 2. Aventis' policies or practices concerning the calculation, determination, dissemination, communication or publication of the AWP, List Price, WAC, or any other price for the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental.



- 3. The process by which Aventis decides to offer any type of discount, rebate, incentive or penalty in connection with the purchase of the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental.
- 4. The identity and nature of any regularly created documents which report, review, comment upon or analyze any price stated or charged for the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental.
- 5. The method by which Aventis calculates or determines the average sales price for the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental. This area of inquiry includes any determination or rendering of actual transaction costs and/or revenues at any level of the distribution or processing chains.
- 6. The method by which Aventis calculates or determines the net profit for the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental.
- 7. The nature of Aventis' efforts to market, promote or tout the Spread on any of the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental. This inquiry includes the names or job titles of all personnel involved in said efforts.

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8. The nature of Aventis' strategies, plans or efforts to market, promote or sell any of the following subject pharmaceuticals: Allegra, Allegra-D, Amaryl, Anzemet, Arava, Azmacort, Calcimar, Carafate, Cardizem, Gammar PI.V., Intal, Nasacort, Taxotere, Trental.



CERTIFICATE OF SERVICE

I hereby certify that on May 13, 2005, I served true and correct copies of the foregoing Notice of Deposition via Verilaw on all counsel of record.

/s/ John Macoretta

Jeffery Kodroff, Esquire

John Macoretta, Esquire

Spector, Roseman & Kodroff, P.C.

1818 Market Street, Suite 2500

Philadelphia, PA 19103